

Message Text

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ACTION NEA-10

INFO OCT-01 ISO-00 PM-05 DODE-00 MCE-00 ABF-01 EB-08
COME-00 CIAE-00 INR-10 NSAE-00 L-03 TRSE-00 /038 W
-----066603 091522Z /43

R 091356Z APR 78
FM AMEMBASSY KUWAIT
TO SECSTATE WASHDC 0657
INFO USCINCEUR

C O N F I D E N T I A L KUWAIT 2104

E.O. 11652: GDS
TAGS: MASS, KU
SUBJ: CONTINUED KUWAITI AIR FORCE INTEREST IN EMERSON AIR DEFENSE
GUN SYSTEM

REF: 77 STATE 204022

1. THIS MESSAGE CONTAINS PROPRIETARY INFORMATION, SUPPLIED BY
THE EMERSON ELECTRIC COMPANY, WHICH SHOULD NOT BE DISSEMINATED
TO OTHER FIRMS.

2. AN EMERSON TEAM MET WITH KUWAIT AIR FORCE (KAF) PERSONNEL
APRIL 2 TO 5, 1978, FOLLOWING UP ON EARLIER DISCUSSIONS
PURSUANT TO USG APPROVAL IN PRINCIPLE OF A SALE OF THE
EMERAD-30 ANTI-AIRCRAFT GUN SYSTEM TO THE GOK (REFTEL). IN
PREPARATION FOR THIS MEETING, THE EMERSON TEAM HAD REFINED
ITS PROPOSAL TO THREE OPTIONAL PACKAGES. THE KAF TOLD EMERSON
THAT IT FAVORED THE MOST COSTLY AND ELABORATE OF THE THREE
AND WOULD SEEK MOD APPROVAL FOR PROCUREMENT.

3. THE KAF FAVORS A PACKAGE WHICH EMERSON VALUES AT \$436
MILLION, INCLUDING \$404 MILLION FOR HARDWARE AND \$32 MILLION
FOR "SYSTEMS SUPPORT." IT WOULD BE DESIGNED TO PROVIDE AIR
DEFENSE AGAINST A "MAJOR ATTACK" ON KUWAIT'S TWO NEW MILITARY
AIRBASES. THE PROPOSAL ASSUMES THAT THE COMPLEMENTARY IHAWK
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SYSTEM, NOW IN PROCESS OF DELIVERY TO KUWAIT, "CAN BE EXPECTED
TO DESTROY SOME OF THE ATTACKING AIRCRAFT" PRIOR TO EMPLOYMENT
OF THE EMERSON SYSTEM. THE KAF-PREFERRED PACKAGE CONTAINS 48
GUNS; 16 RADAR TRACK SYSTEMS; FOUR RADAR SEARCH SYSTEMS;
AUTOMATIC SYSTEM OPERATION; CONSTRUCTION OF BUNKERS, REVETMENTS,
AND A LOGISTICS CENTER, AND CABLE LAYING; A COMPUTERIZED
COMMAND AND CONTROL CENTER; AND A LOGISTICS PROGRAM WHICH

INCLUDES TRAINING, SPARES AND EMERSON SUPPORT STAFF. KUWAITI
MANPOWER TO BE TRAINED TO OPERATE AND MAINTAIN THE \$436 MILLION
PACKAGE WOULD TOTAL ONLY 175 OFFICERS AND MEN.

4. COMMENT: WHILE THIS POSSIBLE SALE IS STILL IN THE
PRELIMINARY STAGES, WE ARE INFORMING THE DEPARTMENT NOW OF
ITS DEVELOPMENT BECAUSE OF ITS MAGNITUDE. BASED ON OUR
UNDERSTANDING OF CURRENT US LAW AND POLICY, OUR PRESUMPTION
REMAINS THAT THIS PROPOSED TRANSACTION WOULD BE A
COMMERCIAL EXPORT RATHER THAN AN FMS SALE, THOUGH THE
POSSIBILITY EXISTS THAT THE GOK WILL REQUEST THE USG TO
MAKE IT FMS. AS WE HAVE NOTED BEFORE, THE WEALTHY GOK CAN
AFFORD TO PURCHASE DEFENSE SYSTEMS WHICH HAVE A HIGH LEVEL
OF TECHNOLOGY AND LOW LEVEL OF PERSONNEL. THIS PROPOSED
SALE IS A PRIME EXAMPLE OF THE USE OF MONEY TO MITIGATE
KUWAIT'S MAIN ABSORPTIVE CAPACITY PROBLEM, THE SHORTAGE OF
MANPOWER, WHILE PROVIDING NECESSARY SHORT RANGE AIR DEFENSE.
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Message Attributes

Automatic Decaptioning: Z
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: AIR DEFENSE, AIR FORCE
Control Number: n/a
Copy: SINGLE
Draft Date: 09 apr 1978
Decaption Date: 20 Mar 2014
Decaption Note: 25 YEAR REVIEW
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 20 Mar 2014
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978KUWAIT02104
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: NOT RELEASABLE TO CONTRACTORS OR CONTRACTOR CONSULTANTS
Executive Order: GS
Errors: N/A
Expiration:
Film Number: D780153-0777
Format: TEL
From: KUWAIT
Handling Restrictions:
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t19780476/aaaacmze.tel
Line Count: 80
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 0da4aab3-c288-dd11-92da-001cc4696bcc
Office: ACTION NEA
Original Classification: CONFIDENTIAL
Original Handling Restrictions: NOFORN
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: CONFIDENTIAL
Previous Handling Restrictions: NOFORN
Reference: 77 STATE 204022
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 27 jun 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 3026847
Secure: OPEN
Status: NATIVE
Subject: CONTINUED KUWAITI AIR FORCE INTEREST IN EMERSON AIR DEFENSE GUN SYSTEM
TAGS: MASS, KU
To: STATE
Type: TE
vdkgvwkey: odbc://SAS/SAS.dbo.SAS_Docs/0da4aab3-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
Markings: Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014